

MULTIFAMILY NEWS

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MULTIFAMILY INTEREST RATES*

Permanent Loan Base Rate
(30-year amortization)
5.90%

Construction Loan Program
200 basis points over
30-day LIBOR

Tax-Exempt Bridge Loan
4.50%

Special Needs Financing
1.00 to 3.00%

Taxable Financing
Call for quote

* Subject to change

CalHFA Begins Work on Two New Lending Programs

To deliver on our mission to “finance below market rate loans to create safe, decent and affordable rental housing,” CalHFA has two new programs under development. The goal of these programs is to expand the construction of new affordable homeownership stock and assist local governments with affordable multifamily project funding.

Residential Development Program. The Multifamily Programs Division, in conjunction with CalHFA’s Homeownership and Mortgage Insurance Divisions, is developing a program to promote the construction of new affordable homeownership units in infill and redevelopment areas. The concept is to combine CalHFA’s low-cost construction loan program with the Homeownership Division’s first-time homebuyer and down payment assistance programs. The Mortgage Insurance Division will insure home loans originated through both CalHFA and other participating affordable programs.

The program will create greater affordability through lower sales prices and lower monthly mortgage payments.

The Residential Development Program will focus on infill

homeownership projects of approximately 10 to 50 units. Larger projects will be considered on an individual basis. The construction phase of the program will be funded by taxable bonds, at either a fixed or floating rate. The construction loans will also be available for use in conjunction with CalHFA’s Self-Help Builder’s Program.

Tax Increment Lending Program. Building on the success of CalHFA’s HELP Program, the Agency is developing a complementary program to assist local governments in need of on-demand sources of funds for affordable housing initiatives. CalHFA has designed this new lending program based on a pledge of a redevelopment agency’s tax increment allocated to their 20% Low/Mod Housing Set-Aside. The program uses taxable funds to size a loan based on approximately 10 years of available tax increment for a broad range of affordable housing projects similar to those funded under the HELP program. The program calls for a coverage ratio of approximately 1.25 times the available future tax increment stream and requires a due diligence analysis by CalHFA of the redevelopment area’s financial status.

International Boulevard Phase II

The final chapter in a remarkable facelift of one of Oakland’s most blighted areas concluded in 2003 with the completion of Phase II of the International Boulevard Housing Initiative. This attractive new development, which received \$4.8 million in loans from the California Housing Finance Agency (CalHFA), provides 24 units of permanent supportive housing for very low income families. Eight of these units are reserved for families that include an adult with special needs.

Built in a high priority redevelopment area, the project is the result of a successful collaboration between

Resources for Community Development (RCD), the East Oakland Community Development Corporation (CDC), and the City of Oakland.



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International Boulevard Phase II (cont.)

RCD's solid track record of building supportive housing, East Oakland CDC's extensive knowledge of the community, and the City of Oakland's unwavering support of the project from start to finish resulted in the replacement of one

entire blighted block with all new, upscale housing.

The project, located on the same block of International Boulevard as the 35-unit Phase I family housing development, includes a combination of townhouses and flats that range in size from one to four bedrooms, consisting of 530 to 1,400 square feet of living space. All tenants may choose from a comprehensive array of social services that includes social and recreational programs, service coordination, job training, and direct placement services. More intensive services, such as case management, crisis intervention, and counseling, are particularly oriented to special needs residents. Residents of the project's eight special needs units are either homeless or in danger of becoming so, and have been diagnosed with a mental illness or HIV/AIDS, or have a history of substance abuse.

The International Boulevard Phase II project also demonstrates CalHFA's ability to successfully partner with other lenders to finance the construction of new affordable and special needs multifamily housing. CalHFA committed more than \$4.8 million to the project, including a \$3.3 million construction loan to Wells Fargo Bank under the Agen-



cy's Loan-to-Lender Program. The Agency also provided a \$1.1 million bridge loan and a \$415,000 permanent loan at reduced interest rates under the terms of its Special Needs Financing Program. Other layers of financing

came from the City of Oakland (\$2 million), the Department of Housing and Community Development's Multifamily Housing Program (\$1.2 million), the Federal Home Loan Bank's Affordable Housing Program (\$92,000), and a HUD Supportive Housing Program grant (\$300,000). The eight special needs units will receive federal Shelter Plus Care subsidies for at least five years. These subsidies will help to pay for the cost of providing social services to the project's special needs residents.



To learn more about CalHFA Multifamily Programs, please visit our web site at www.calhfa.ca.gov.

Board Approvals - September 2004

Las Flores:

East LA Community Development Corporation, and A Community of Friends

Kathy Weremiuk – Loan Officer
\$4,510,000 Loan to Lender
\$ 155,000 Permanent Loan
\$ 455,000 Second Loan
\$1,595,000 Bridge Loan

Las Flores is a 25-unit apartment complex located in East Los Angeles. This project will serve low income families. Twelve of the units will be special needs units targeted to families with an adult member who has a history of mental illness. The rents for the special needs units will be subsidized with a five-year Shelter Plus Care grant.

Sobrato Transitional Apartments: South County Housing

Kathy Weremiuk – Loan Officer
\$10,960,000 Construction Loan
\$ 1,070,000 Permanent Loan
\$ 4,500,000 Bridge Loan

Sobrato Transitional Apartments is a 60-unit complex located in Gilroy. All units will serve families either transitioning from homelessness or at risk of becoming homeless. Family referrals will be made by a county-wide network of social service agencies. Sixty percent of the units will be targeted to special needs families who have at least one parent suffering from depression or other mental illness, coping with substance abuse, suffering from domestic violence, or physically disabled due to injury or long-term illness. Fifteen units will be subsidized with Section 8 vouchers under a project-based voucher contract from the Housing Authority of Santa Clara County.

Central Plaza Apartments: Housing Authority of the County of Santa Barbara

Jim Liska – Loan Officer
\$6,240,000 Construction Loan
\$6,240,000 Permanent Loan
\$ 975,000 IRP Loan

Central Plaza Apartments is a 112-unit family complex located in Santa Maria, originally constructed in 1976. This is a preservation/rehabilitation of garden-style apartments, which will include the construction of a new community room, site improvements such as irrigation and lighting, and exterior and interior renovations.

College View Transfer: Pacific Housing, Inc.

Roger Kollias – Loan Officer
\$1,350,000 Permanent Loan
\$2,730,000 Section 8 Loan
\$ 450,000 Bridge Loan

College View Apartments is an 88-unit family complex located in the unincorporated community of Linda, which is 1.25 miles southeast of Marysville. The project is an existing Section 8-assisted project that is being rehabilitated and having its affordability extended.

Encore Hall Senior Apartments:

McCormack Baron Urban Development, and the Gay & Lesbian Elder Housing Corporation

Edwin Gipson – Loan Officer
\$10,565,000 Construction Loan
\$ 2,040,000 Permanent Loan

Encore Hall is a new, 104-unit senior apartment complex located in Los Angeles. Thirty-five units will be targeted toward serving the special needs of seniors with HIV/AIDS, homeless seniors and those at risk of becoming homeless.

Fairgrounds Family Housing – ROEM: ROEM Development Corporation

Ruth Vakili – Loan Officer
\$23,165,000 Construction Loan
\$15,920,000 Permanent Loan

The Fairgrounds Family Housing-ROEM project is a new, 170-unit family housing complex located in San Jose. The ROEM project is being developed in conjunction with an affiliate of the Housing Authority of the County of Santa Clara (HACSC) on top of a podium with shared parking beneath. On the podium, there will be two affordable housing projects totaling 300 units, owned separately by ROEM (170 units in two buildings) and HACSC (130 units in four buildings). Although there are separate ownership entities, both the ROEM and HACSC projects will be operated by a single property management firm as one 300-unit family apartment property.

Fairgrounds Family Housing – HACSC: Housing Authority of the County of Santa Clara

Ruth Vakili – Loan Officer
\$17,240,000 Construction Loan
\$ 8,605,000 Permanent Loan

The Fairgrounds Family Housing-HACSC is a new, 130-unit family housing project located in San Jose. The HACSC project is being developed in conjunction with the ROEM Development Corporation project.

Casitas del Valle:

Coachella Valley Housing Coalition

Ken Tamizato – Loan Officer
\$5,250,000 Construction Loan
\$ 930,000 Permanent Loan

Casitas del Valle is a new, 40-unit family apartment complex located in Moreno Valley. The project will include 21 flats, 19 townhome apartment units, and a 2,000 square foot community center. Support services include after school programs, computer training, tutoring, educational training, and a Boys and Girls Club.

Dublin Transit Center:

EAH, Inc.

Tina Ilvonen – Loan Officer
\$23,420,000 Construction Loan
\$ 6,200,000 Permanent Loan

Dublin Transit Center is a new, 112-unit family apartment complex located in Dublin. It is a four-story building with an on-grade enclosed garage and an interior courtyard. This project is part of the overall 91-acre Planned Development of the Dublin Transit Center next to the East Dublin/Pleasanton BART station.

Spotlight on Multifamily Staff

Eugene Lai, Chief of Construction Services

Eugene (Gene) Lai is responsible for the Agency's multifamily architectural review process, directing a department that performs and oversees project design and construction document review, as well as construction monitoring and inspections. He will also be responsible for the Multifamily Program's seismic review analysis and the rehabilitation scope review of existing projects. Gene has been with the Agency since its inception in 1975, and has been instrumental in the establishment and the evolution of the CalHFA multifamily development standards which seek to balance construction costs and the quality level of the Agency's projects.

Gene has a Bachelor of Science and a Bachelor of Architecture from the University of Houston and his Master of Architecture and Master of Environmental Design degrees from Yale University.

Martha Pozdyn, Housing Finance Specialist

Martha Pozdyn was recently promoted to Multifamily Housing Finance Specialist. In her new position, Martha is the lead person in Loan Quality Control, the unit that manages loan closings. Martha started with CalHFA Single Family Servicing in 1990. She was promoted in April 1995 and transferred into the Multifamily Division as a Housing Finance Trainee. In Multifamily, Martha managed projects through the Risk Share program with HUD, oversaw the approval and disbursement of the Multifamily School Facility Fee Reimbursement Program and was the loan closer on over 81 multifamily loans. Prior to CalHFA, Martha worked in single family real estate financing for over 15 years.

Jennifer Beardwood, Housing Finance Assistant Trainee

Jennifer Beardwood began working with CalHFA Multifamily Division in January 2003 as an Office Assistant. She was promoted to Housing Finance Assistant Trainee in March, 2004. Jennifer's background includes 13 years of retail banking experience. Her focus will be learning loan closings and the Loan Quality Control processes. Jennifer is looking forward to working with other CalHFA units and CalHFA borrowers in completing the loan process.

Amanda Rose, HELP Program Manager

Amanda Rose has been employed at CalHFA for a total of 16 years. Amanda initially worked with the Homeownership Division in the Agency's Culver City office as the Single Family Program Training and Marketing Manager for 11 years. Outside career opportunities then took Amanda to the Los Angeles County Community Development Commission as a Project Manager. She gained a great deal of experience while developing partnerships between the private and public sectors and coordinating the development of single and multifamily housing projects. Amanda also worked with special needs housing projects and organizations associated with the homeless, emancipated foster youth and persons with AIDS. Returning to CalHFA in 1999, as a Housing Enabled by Local Partnerships (HELP) Program Specialist, Amanda provided technical and financial assistance to local governments on affordable housing programs to be implemented under HELP. Recently, Amanda was promoted to the HELP Program Manager, and is excited to build on her extensive knowledge.

Multifamily Staff

MULTIFAMILY PROGRAMS

Linn G. Warren
Director, Multifamily Programs

James S.L. Morgan
Housing Finance Specialist

Jennifer Beardwood
Housing Finance Assistant
Trainee

Reggie Wong
Senior Design Officer

Laura Whittall-Scherfee
Housing Finance Chief

Martha Pozdyn
Housing Finance Specialist

SPECIAL PROGRAMS
Doug Smoot
Housing Finance Chief

Catherine Dolph
Project Coordinator

Edwin Gipson
Housing Finance Officer

Pamela Evans
Housing Finance Assistant

Ralph Palmer
Program Development
Administrator

Susan Murtishaw
Associate Design Officer

Roger Kollias
Housing Finance Officer

Roberta (Bobbie) Angulo
Housing Finance Assistant

Josie Hernandez
Administrative Assistant

Jim Liska
Housing Finance Officer

Marisa D.C. Fogal
Housing Finance Assistant

Amanda Rose
HELP Program Manager

Travis Lucy
Technical Assistant

Debra Starbuck
Housing Finance Officer

Charlotte Moore
Housing Finance Assistant

Carol Goodman
Housing Finance Officer

Mauricio Munoz
Technical Assistant

Ruth Vakili
Housing Finance Officer

Nancy Santucci
Housing Finance Assistant

Tom Nann
Housing Finance Specialist

Sabrina Saxton
Technical Assistant

Kathy Weremiuk
Housing Finance Officer

Sheila Felder
Housing Finance Assistant
Trainee

Pam Wilson
Management Services
Technician

**SMALL BUSINESS
DEVELOPMENT**
Dee Molina
Housing Finance Specialist

Tina Ilvonen
Consulting Mortgage Officer

Maria Norbeck
Executive Assistant

**ARCHITECTURAL
SERVICES (Culver City)**
Gene Lai
Chief, Construction Services

Ken Tamizato
Consulting Mortgage Officer